

TENNESSEE'S



NEXT STEPS

Core Mission



“To foster higher-paying, better skilled jobs by recruiting new industries and helping existing industries grow.”

Key Components:

- **Developing a More Skilled Work force**
- **Investing in New Infrastructure**
- **Fostering Innovation**
- **“Getting the Talk Right”**

Business Development



Job Creation

- 23,110 new jobs in FY 2005-2006
- New capital investment of \$2.5 billion

21st Century Jobs

- Continued corporate HQ success with ServiceMaster, Nissan, N.A., International Paper, auto2auto.com, Olhausen and PBR International

Global Outreach

- China Development Office
- New Director of Asian Development

Community Development



Robust Three-Star program

- 87 communities, 329 municipalities certified
- Close alignment with TN Leadership Center



Tennessee Leadership Center

- Six regional workshops for 500+ community leaders
- Awarded Basic Economic Development Course by IEDC
- Created Community Development toolkit

Business Services



FastTrack

- Job training contracts of \$8.6 million
- 10,162 workers trained
- \$23 million in CDBG administered, \$3.5 million in ARC
- \$19 million in state funding, leveraging \$766 million in private investment



BERO

- Four regional Business Matchmaking events, serving 549 small businesses, generating \$300K in new business contracts
- 250% increase in client assistance
- Micro-enterprise revolving loan fund

Recognition



- ***Site Selection, #5, Top Business Climate, 2nd year running***
- ***Automotive News 2007 Manufacturing Conference, Host Site***
- ***Business Facilities, #1, Economic Development Achievement***
- ***Site Selection, #4, Most Development-Ready Micropolitans***
- ***Expansion Management, 50 Hottest Cities, Tennessee with four cities in Top 50***

The Numbers 2003-2006



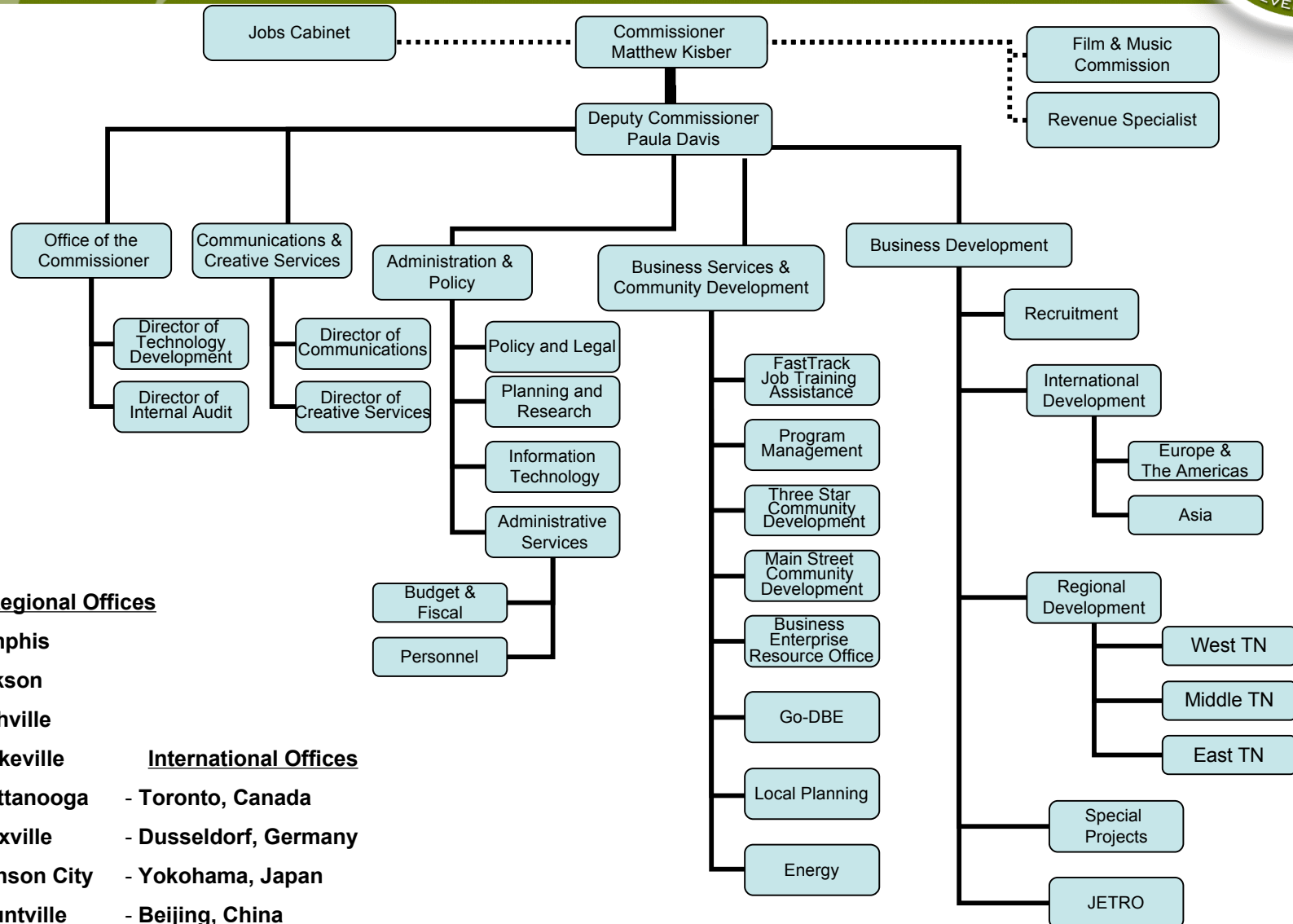
- ***104,994 job opportunities created***
- ***\$12.8 billion in new capital investment***
- ***2,889 separate job creation projects***
- ***37,935 Tennessee community leaders involved in the Three-Star program***
- ***65,971 Tennessee workers trained by ECD FastTrack and Job Skills programs***
- ***\$70 billion in TN products exported to foreign markets***

ECD BUDGET 2007-2008



	Actual Budget 2005-2006	Estimated Budget 2006-2007	Base 2007-2008	Improvements 2007-2008	Requested 2007-2008
Full-time staff	211	211	210	8	218
Part-time staff	0	0	0	0	0
Seasonal staff	0	0	0	0	0
Total	211	211	210	8	218
Payroll	\$11,696,600	\$12,666,000	\$12,605,400	\$60,600	\$12,666,000
Operational	\$73,564,100	\$90,192,600	\$60,740,600	\$26,619,800	\$87,360,400
Total	\$85,260,700	\$103,910,500	\$74,350,500	\$27,019,800	\$101,370,300
State	\$43,160,000	\$59,047,800	\$31,818,500	\$26,987,900	\$58,806,400
Federal	\$34,546,200	\$33,206,700	\$30,834,900	—	\$30,834,900
Other	\$7,554,500	\$11,656,000	\$11,697,100	\$31,900	\$11,729,000
Total	\$85,260,700	\$103,910,500	\$74,350,500	\$27,019,800	\$101,370,300

ECD ORGANIZATIONAL CHART





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